

## Negroes in Business.

(Continued from First page.)

Second—It is teaching the Negro that there is no royal road to success, and that citizenship can be fully acquired along no line save that of hard and intelligently applied labor.

Third—That no race can compete with any other race that does not strive to perform similar service in a superior fashion, and that the color line is emphasized by condition rather than complexion.

Fourth—It has given a positive rebuke to those who hold national conventions for the purpose of making speeches and grinding personal axes to be used for political advancement.

Fifth—It has taught the Negro that



Rev. W. L. TAYLOR

despite our retrogression in political influence, there is another open door through which an even brighter career may be found, and that lost ground can be regained by the development of character, land ownership and power at the bank.

Sixth—It has taught us the folly of begging the white race for employment in lines of industry that we can supply for ourselves by sensible combinations of capital and a united support.

Seventh—It has stimulated the Negro to diversify his occupations so



FANNIE BARRIER WILLIAMS.

that each branch can serve the needs of some other branch of the race, and keep Negro money amongst Negroes.

It has convinced the opponents of industrial education that the teaching of manual dexterity, trades, etc., is an aid rather than a detriment to the devotees of the so-called higher education, and that too by the presence and testimony of a large percentage of college graduates and professional men who are also business factors or artisans.

Eighth—It has supplied an unusually fine opportunity for intelligent men to get together in a semi-social way, to cultivate personal friendships and to illustrate the progress of the race toward the higher society plane.

Ninth—It has taught us all that the southern Negro can succeed in spite of the rankest of race prejudice, that the best citizens respect energy and capacity wherever found, and that a national convention of thoughtful Negroes can find a welcome even in the hot-bed of the late Confederacy.

Tenth—It has demonstrated beyond cavil that the strong men of the Negro race accept the leadership of Booker T. Washington, and endorse his work as the most practical plan for the most practical plan for the permanent uplift of the race.

### THE MEETING IN DETAIL.

The third annual meeting of the National Negro Business League was called to order at noon Monday, Aug. 25th, by Rev. W. F. Graham, pastor of the Fifth Street Baptist Church of Richmond, who welcomed the organization to the city. After a fervent invocation by Rev. G. B. Howard, of Petersburg, the formal address of welcome on behalf of the Negro Business



Lawyer GILES B. JACKSON.

League of Richmond was delivered by Mr. Giles B. Jackson. He explained that Governor A. J. Montague would be unable to fill the place on the program expected, owing to unavoidable absence from the city, but that the Governor would send a letter during the day. He stated that the mayoralty of the city had been turned over to him for three days and he therefore tendered the League the freedom of the great capitol of the Old Dominion. Dr. R. Emmett Jones in a speech full of wit and logic welcomed the delegates on behalf of the professional and business men of Richmond, while Mr.



Judge ROBERT H. TERRELL

W. P. Burrell, secretary of the True Reformers, ably performed a similar mission for the local organizations, concerning which he gave some exceedingly valuable statistics. Appropriate responses were made by Messrs J. C. Napier, of Tennessee, and Rev. W. R. Pettiford, president of the Penny Savings Bank, of Birmingham, Ala.

Important announcements and suggestions were made by President Booker T. Washington, who had assumed the chair at the conclusion of Dr. Graham's remarks. He hoped the visitors would employ the time between sessions to inspect the business places of the people of Richmond and take note of all the inspiring evidences that might be found.

The following committees were named.

Nomination of officers—J. C. Napier, chairman; C. H. Smiley, W. A. B. Matthews, W. O. Murphy, J. E. Shepherd, Dr. S. E. Courtney, and W. J. Reed.

Resolutions—T. W. Jones, chairman, I. T. Montgomery, E. A. Johnson, G. Grant Williams, and Dr. J. W. E. Bowen.

Auditing—C. T. Armes, chairman; G. W. Franklin, Dora A. Millar, Fred R. Moore, and J. W. Arnold.

On special memorial to George E. Jones, deceased—Lloyd G. Wheeler, chairman; Judge M. W. Gibbs and Dr. S. A. Elbert.

The first paper of the session was "Negro Business Men of Chicago," by W. F. Taylor, in the course of which the rise of such business men as C. H. Smiley, Theodore W. Jones, L. G. Wheeler and Rankin and Ware was described. He owns a large drug store himself, and opened his doors with but one cent in his pocket, depending upon a sale to earn the price of a breakfast.

### MONDAY EVENING'S SESSION.

The principal event of the evening was the annual address of President Washington. He was in excellent voice, and the increased volume and earnest eloquence of his tones were noticed by all. Always enthusiastic, putting his whole strength into an argument, Richmond saw Washington at his very best. His address was short, but every word counted and was delivered with cannon-ball directness. From the outset of the convention, he set an example in brevity and conservative statement, which added to the interest of the occasion.

Dr. Washington described the early organization of the Business League as an example of the value of small beginnings, and illustrated further the fact that large results come from humble starts by telling the history of how Tuskegee was opened in a hen house which he cleaned out, with the assistance of an old colored man, who doubted the safety of "cleaning out a hen house—in the daytime." He bore strongly upon character as an asset, upon the importance of the bank account and rating in one's own community. He believed in capable leadership, and disapproved of the class of leaders who live and carry all their belongings in a "grip-sack." Responsible men cannot move from place to place easily, for they have too many interests at stake in their community to leave without sober reflection.

"I am glad to say" Mr. Washington went on, "that this League is composed of workers, not mere talkers. Those who are taking part in these programs have been asked to do so because they have actually succeeded in demonstrating their ability to succeed in some line of industry. We have no one on the program who is to advise others to do that which he himself has not done. Every man connected with this organization, no matter what his business may be, should bear in mind that not only has he the responsibility of developing his own business, but that he owes a duty to the community in which he lives. One of these responsibilities is to use his influence to take off of the street corners and from the bar-rooms and dens of sin and misery every colored man and boy found in idleness. One of the curses of the race, and one to which we cannot shut our eyes in honesty, is the large number of colored men who are inclined to flock to the cities and yield to the temptation of trying to live by their wits, without hard, productive industry. Let us rid the race of this class as rapidly as possible. x x x I hope that each one of you have come here determined to get something of encouragement, something of information, and enthusiasm which you can take back home with you and put into practical use for the benefit of the community in which you live. Let us never grow despondent, doubtful or discouraged. There is something in human nature everywhere which recognizes merit in the form of successful industry, business intelligence and high Christian character. Let us bear in mind that in the long run and in the last analysis, our influence and power for good will be measured by what our neighbors, black and white, have to say about us, rather than the word of the man who lives a thousand miles distant from our territory. Despire not small beginnings. We must learn to build from the ground upwards and not not from the sky downwards."

Much more was said along this line of plain advice, with apt illustrations and stories that brought forth tumultuous applause.

Rev. W. F. Graham then spoke upon

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Write to day, telling the doctor what you wish to be cured of and receive the free treatment for it by return mail. There are no conditions whatever. Dr. Lipes' generous offer is meant for everybody who suffers from disease in any of its various forms. Address Dr. U. G. Lipes 1677 Stevenson Building, Indianapolis, Ind. No one should miss this grand opportunity of securing the benefit of the doctor's latest discovery, since it costs you nothing.

the Negro in the Insurance Business giving an interesting summary of the work of the American Beneficial Association, of which he is founder and president. He advised everyone to invest a little in these insurance companies, as a protection in case of sickness or death.

Mr. A. C. Howard, of Howard's Manufacturing Company, Chicago, told of the work in which he engaged—of how he began experimenting with shoe polish while employed as a Pullman porter. With a capital of \$200 he went into the business of making the polish, and by careful maneuvering he built up the largest trade in Chicago, and now his goods are used all over the country, his annual income being not less than \$15,000 per year.

Mrs. Dora Millar, of New York, spoke in an entertaining manner on "Fashionable Dressmaking," and advised the dropping of excuses, delays, etc., and the transaction of business on business principles.

H. A. Tandy, of Lexington, Ky., a successful contractor and builder, who has erected some of the largest public buildings in the State discussed his profession. He paid a high compliment to the South, saying that all he had accomplished he owed to the South.

Hon. John C. Dancy, recorder of deeds for the District of Columbia, one of the ablest men in the entire country, said that he was pleased to

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